

Message Text

LIMITED OFFICIAL USE

PAGE 01 LAGOS 06267 021429Z

42

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PM-03 CIAE-00 INR-07 NSAE-00 L-03

/027 W

----- 028135

R 020756Z JUN 75

FM AMEMBASSY LAGOS

TO USDOC WASHDC

INFO SECSTATE WASHDC 9994

LIMITED OFFICIAL USE LAGOS 6267

E.O. 11652: N/A

TAGS: BEXP, ETRN, NI

SUBJECT: USE OF HELICOPTERS TO RELIEVE LAGOS/APAPA
PORT CONGESTION

REFS: (A) LAGOS 2511

(B) STATE 63745

1. IT IS APPARENT THAT REF (A), AND USDOC FOLLOW-UP, HAVE STIMULATED CONSIDERABLE INTEREST BY U.S. FIRMS IN IDEA OF USING HELICOPTERS TO RELIEVE LAGOS/APAPA PORT CONGESTION. SINCE MARCH, TO OUR KNOWLEDGE, ONE MANUFACTURER (SIKORSKY) AND ONE OPERATOR (EVERGREEN HELICOPTERS) HAVE HAD REPRESENTATIVES IN NIGERIA, MEETING WITH LOCAL PRIVATE PROMOTOR (TUNDE JOHNSON OF BISCORDINT LTD) AND PORTS AUTHORITY OFFICIALS IN EFFORT TO DETERMINE FEASIBILITY AND EXTENT OF INTEREST HERE.

2. AMBASSADOR HAS NOW RECEIVED LONG LETTER DATED JUNE 17 FROM A THIRD FIRM, RICHARDSON BROTHERS # CO., DESCRIBING ITS OWN INVESTIGATION OF HELICOPTER IDEA TO DATE. J. MICHAEL RICHARDSON APPARENTLY VISITED NIGERIA IN LATE APRIL THOUGH WE HAVE NO RECORD OF HIS HAVING STOPPED BY EMBASSY. HE HAS PREPARED FIRST DRAFT OF CONCEPTUAL REPORT FOR PRESENTATION TO PORTS AUTHORITY, BUT BEFORE INVESTING FURTHER TIME AND MONEY IN EFFORT WOULD LIKE TO HAVE EMBASSY'S ADVICE ON : (A) EXTENT OF JOHNSON'S INTEREST AND ACTIVITIES ON BEHALF OF HELICOPTER
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 LAGOS 06267 021429Z

IDEA; AND (B) DEGREE OF HIS SUCCESS IN STIMULATING INTEREST

WITHIN PORTS AUTHORITY.

3. AS COMMERCE AWARE, EMBASSY HAS HAD DEALINGS WITH JOHNSON OVER PERIOD OF SEVERAL MONTHS, FIRST ON RAILROAD CONSULTANCY CONTRACT AND MOST RECENTLY ON HELICOPTER IDEA. AFTER SEEING HIM IN ACTION OVER EXTENDED PERIOD WE ARE FORCED TO CONCLUDE HE IS LONG ON TALK BUT SHORT ON RESULTS. FYI THOUGH AS ELDER BROTHER OF LAGOS STATE MILITARY GOVERNOR HE APPEARS ON SURFACE TO HAVE GOOD POLITICAL CREDENTIALS, IT IS BECOMING INCREASINGLY APPARENT THAT HE IS IN REALITY A LIGHTWEIGHT AND IMPRESSES MANY AS TYPICAL SECOND-RATE NIGERIAN MIDDLEMAN OUT TO MAKE MAXIMUM PROFIT WITH MINIMUM EFFORT. END FYI

4. RICHARDSON HAS HAD CONTACT WITH BOTH SIKORSKY AND EVERGREEN AND IS PROBABLY AWARE OF RESULTS OF THEIR VISITS TO NIGERIA. SIKORSKY VISITORS TOUCHED BASE WITH JOHNSON, AND HE ACCOMPANIED THEM ON VISIT TO PORTS AUTHORITY. OFFICIAL STHERE REACTED COLDLY NOT SO MUCH TOWARDS SIKORSKY REPS AS TOWARDS JOHNSON, WHO MADE EXTRAVAGANT PROMISES AND OBVIOUSLY HAD NOT DONE HIS HOMEWORK. EVERGREEN VISITOR AVOIDED JOHNSON, BUT MET WITH SEVERAL PORTS AUTHORITY OFFICIALS INCLUDING COMMISSIONER OLUMIDE. REACTION WAS LUKEWARM, INDICATING JOHNSON HAD NOT DONE THE SPADEWORK HE CLAIMS TO HAVE DONE.

5. ESSENTIALLY, NIGERIAN REACTION HAS BEEN QUOTE SHOW ME UNQUOTE. THEY APPEAR WILLING TO CONSIDER HELICOPTER IDEA, AND INTERESTED, BUT WANT CONCRETE PROPOSAL SHOWING ALL COSTS INVOLVED, RATHER THAN VAGUE PROMISES. MOREOVER, FROM CONVERSATION SIKORSKY AND EVERGREEN HAVE HAD WITH PORTS AUTHORITY IT APPEARS HIGHLY UNLIKELY THAT GOVERNMENT WOULD BE WILLING TO LAY OUT ANY ADVANCE MONEY TO FINANCE A RICHARDSON STUDY WHICH MAY OR MAY NOT BE APPROVED BY FMG AND LEAD TO POSITIVE ACTION.

IF RICHARDSON WISHES PURSUE HELICOPTER IDEA WITH PORTS AUTHORITY, MOST PROMISING COURSE OF ACTION WOULD APPEAR TO BE PREPARATION OF INTELLIGENT, REASONED PROPOSAL SHOWING COSTS INVOLVED INsofar AS THEY CAN BE DETERMINED AT THIS TIME. IF PROPOSAL IS SUFFICIENTLY SPECIFIC IT MAY STIMULATE ENOUGH INTEREST TO PROMPT NPA TO REQUEST MORE DETAILED PROPOSAL.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 LAGOS 06267 021429Z

THAT WOULD BE THE MOMENT TO BROACH THE MATTER OF FMG SPONSORSHIP FOR STUDY.

7. EMBASSY DOES NOT WISH SECOND-GUESS RICHARDSON AS TO JOHNSON'S CAPABILITIES BUT OUR OWN VIEW IS THAT HE WOULD HAVE NOTHING TO ADD TO EFFORT. WOULD SUGGEST RICHARDSON EITHER ATTEMPT LOCATE ANOTHER NIGERIAN TO CARRY BALL FOR HIM, OR SUBMIT PROPOSAL DIRECTLY TO COMMISSIONER OF TRANSPORT,

POSTPONING SELECTION OF NIGERIAN ASSOCIATE UNTIL DEFINITE
EXPRESSION OF INTEREST FORTHCOMING.

8. AMBASSADOR CABLED RICHARDSON ON 27 JUNE ACKNOWLEDGING
HIS LETTER AND PROMISING DETAILED REPLY THROUGH DEPT. OF
COMMERCE. REQUEST COMMERCE TRANSMIT FOREGOING TO HIM AT
ITS DISCRETION. HIS ADDRESS AS FOLLOWS: J. MICHAEL
RICHARDSON/RICHARDSON BROTHERS & CO./P.O. BOX 55366/5143
BROUSE AVE/INDIANAPOLIS 46205/TEL: (317) 925-0521/
CABLE: RICHBROS.
EASUM

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PORT CONGESTION, HELICOPTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 02 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAGOS06267
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750229-0591
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750690/aaaadeie.tel
Line Count: 126
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 LAGOS 2511
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 03 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 SEP 2003 by ElyME>; APPROVED <15 DEC 2003 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: USE OF HELICOPTERS TO RELIEVE LAGOS/APAPA PORT CONGESTION
TAGS: BEXP, ETRN, NI
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006